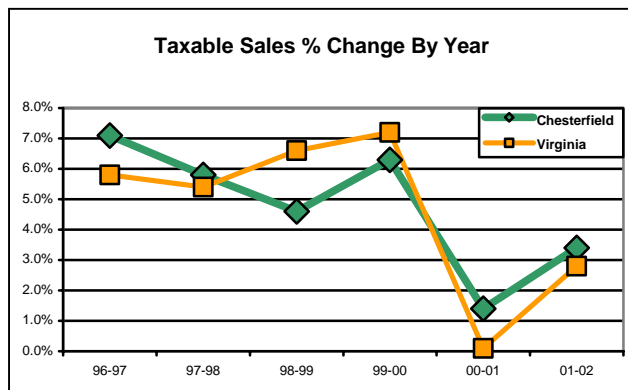


Taxable Sales

The sales tax is an important source of revenue for Chesterfield County, close to \$30 million in tax was returned to the county in 2002. It is also an important indicator of the amount of business activity that is taking place within the county by measuring and tracking the value and amount of items sold by county businesses.

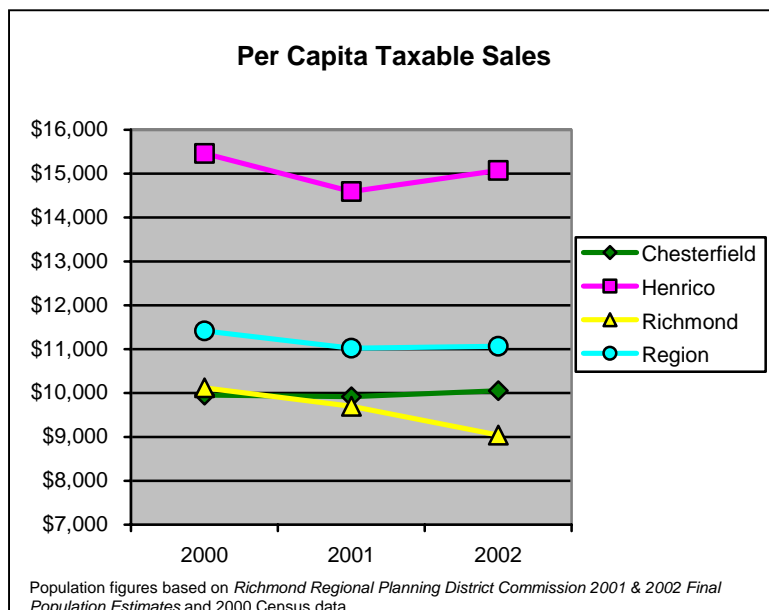
The effects of the downturn in the national economy can be seen in the graph below. Virginia overall experienced a rate of growth in taxable sales above that of Chesterfield until 2000. Between 2000 and 2001 the increase in taxable sales for Virginia was nearly zero, while Chesterfield fared better with an increase of 1.4 percent, and between 2001 and 2002 Chesterfield's taxable sales increased 3.4 percent, while Virginia increased 2.8 percent for the same period.



Taxable Sales By Year		
Year	Chesterfield	% of State Taxable Sales from Chesterfield
1996	\$2,051,750,201	3.80%
1997	\$2,197,965,791	3.85%
1998	\$2,326,485,709	3.87%
1999	\$2,433,377,462	3.80%
2000	\$2,587,315,103	3.77%
2001	\$2,623,908,606	3.82%
2002	\$2,713,035,029	3.84%

Source: Weldon Cooper Center for Public Service

Between 1996 and 2002, Chesterfield's taxable sales increased over 32 percent, or greater than \$650 million, while Virginia's taxable sales increased 31 percent. Chesterfield accounted for 3.84 percent of the state's total taxable sales in 2002, close to its tracked high of 3.87 percent in 1998.



Per Capita Taxable Sales

Per capita taxable sales in Chesterfield amounted to over \$10,000 in 2002, an increase of 1.4 percent over 2001 figures. Henrico County led the region in per capita taxable sales with over \$15,000 in 2002, an increase of 3.3 percent over 2001. The Richmond region as a whole had per capita taxable sales of over \$11,000 in 2002, or an increase of 0.4 percent from 2001. Richmond city had per capita taxable sales of just over \$9,000 in 2002, which is a decrease of 6.8 percent from 2001.

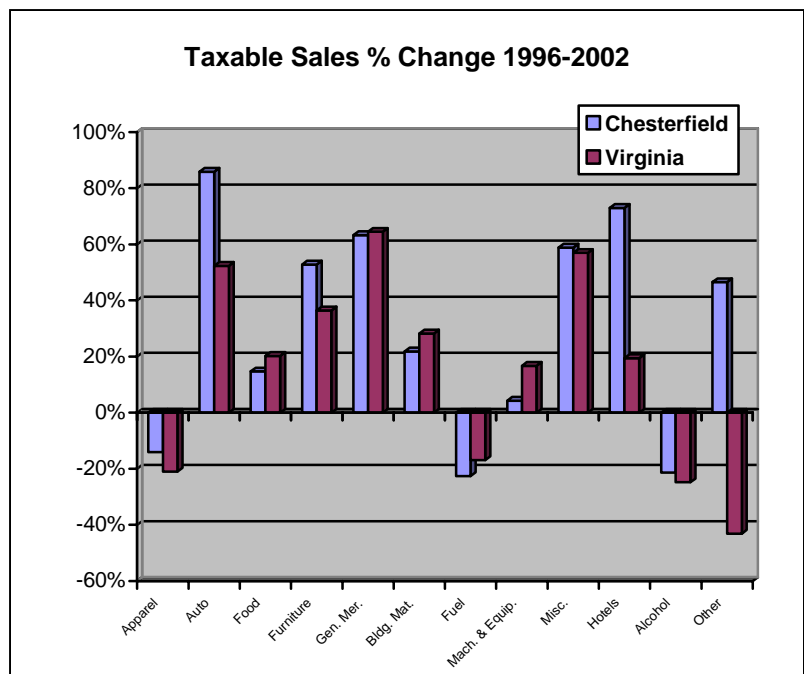
Taxable Sales by Category

Looking at the breakdown of taxable sales by category yields some general information on the retail market in Chesterfield. The table below tracks the change year-to-year in taxable sales in the county by their respective categories. The food category made up the largest amount of taxable sales in the county in 2002 with nearly \$700 million or 26 percent of the county's total, while the alcoholic beverages category made up the smallest amount of taxable sales with just over \$7 million or well under one percent of the county's total taxable sales.

Chesterfield County Taxable Sales By Category							
Category	1996	1997	1998	1999	2000	2001	2002
Apparel	\$182,818,416	\$98,412,128	\$118,906,429	\$122,120,891	\$145,405,050	\$149,487,563	\$156,997,794
Automotive	\$102,631,585	\$121,473,818	\$114,567,506	\$127,191,474	\$129,296,884	\$139,799,707	\$190,725,277
Food	\$609,164,961	\$624,522,163	\$648,944,626	\$677,928,489	\$661,831,621	\$671,013,934	\$698,724,283
Furniture	\$121,645,394	\$124,811,163	\$164,020,595	\$175,109,799	\$211,282,672	\$189,140,908	\$185,851,309
General Merchandise	\$327,254,600	\$463,394,047	\$467,204,297	\$474,608,835	\$558,925,555	\$556,311,775	\$534,324,361
Building Materials	\$224,577,879	\$243,921,077	\$245,749,044	\$271,025,409	\$236,060,289	\$260,242,211	\$273,657,472
Fuel	\$11,339,468	\$13,835,330	\$12,229,329	\$12,936,578	\$19,402,926	\$14,585,151	\$8,775,859
Machinery & Equipment	\$148,219,764	\$131,680,448	\$156,189,555	\$148,262,579	\$159,386,481	\$154,849,394	\$154,574,012
Miscellaneous	\$288,238,340	\$335,013,521	\$351,191,121	\$375,308,396	\$412,504,308	\$431,249,295	\$457,788,456
Hotels	\$19,543,571	\$24,574,128	\$29,928,249	\$33,002,799	\$33,397,277	\$32,867,680	\$33,806,002
Alcoholic Beverages	\$8,971,621	\$9,086,795	\$9,994,211	\$10,292,259	\$11,088,016	\$12,789,464	\$7,050,735
Other	\$7,344,602	\$7,241,173	\$7,490,747	\$5,589,954	\$8,734,024	\$11,571,524	\$10,759,469
TOTAL	\$2,051,750,201	\$2,197,965,791	\$2,326,485,709	\$2,433,377,462	\$2,587,315,103	\$2,623,908,606	\$2,713,035,029

Source: Weldon Cooper Center for Public Service

Chesterfield experienced an increase in taxable sales above that of the state in the automotive, furniture, miscellaneous, hotel and other categories, with the hotel category's taxable sales increasing nearly four times the rate of the state. The only category in which the taxable sales figure for the county was significantly below that of Virginia was in the machinery and equipment category, which grew at one-fourth of the rate of the state.



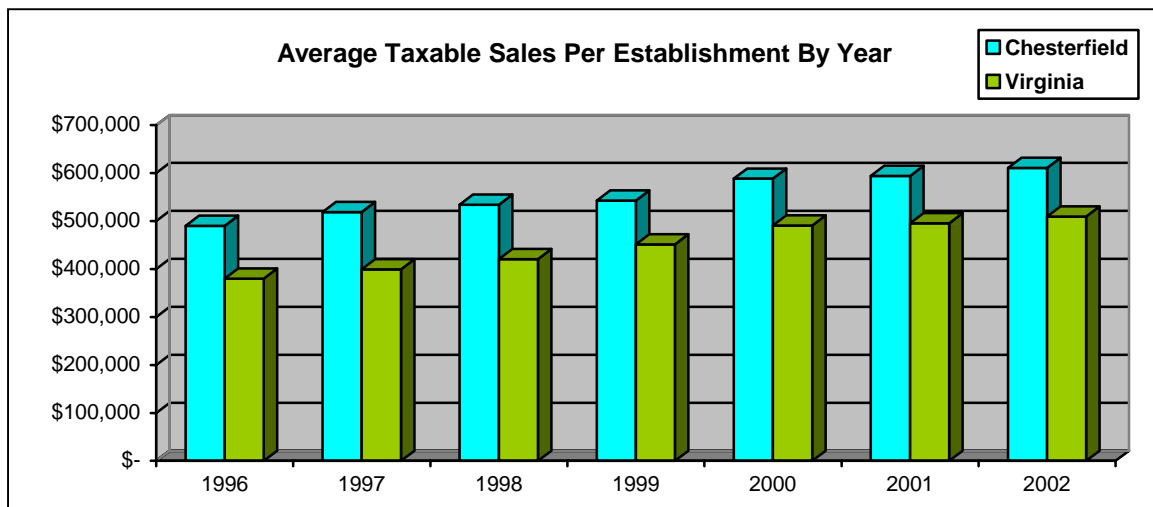
Taxable Sales Per Establishment

An analysis of the average taxable sales per establishment in each of the categories shows that the county is above the state average in nearly all categories. In fact, Chesterfield's average total taxable sales per establishment are nearly 20 percent greater than that of Virginia as a whole. Chesterfield's largest average taxable sales per establishment occurred in the general merchandise category, with an average of over \$1.5 million in taxable sales, and the lowest category was the miscellaneous (specialty retail) group with approximately \$233,000 in taxable sales per business.

2002 Average Taxable Sales Per Establishment		
Category	Chesterfield	Virginia
Apparel	\$784,989	\$629,546
Automotive	\$586,847	\$387,034
Food	\$988,295	\$753,813
Furniture	\$609,349	\$598,310
General Merchandise	\$1,580,841	\$1,280,218
Building Materials	\$2,243,094	\$1,475,857
Fuel	\$398,903	\$419,628
Machinery & Equipment	\$404,644	\$342,508
Miscellaneous	\$233,327	\$209,315
Hotels	\$626,037	\$1,061,801
Alcoholic Beverages	\$1,007,248	\$695,589
Other	\$566,288	\$204,385
TOTAL AVERAGE	\$610,631	\$509,629

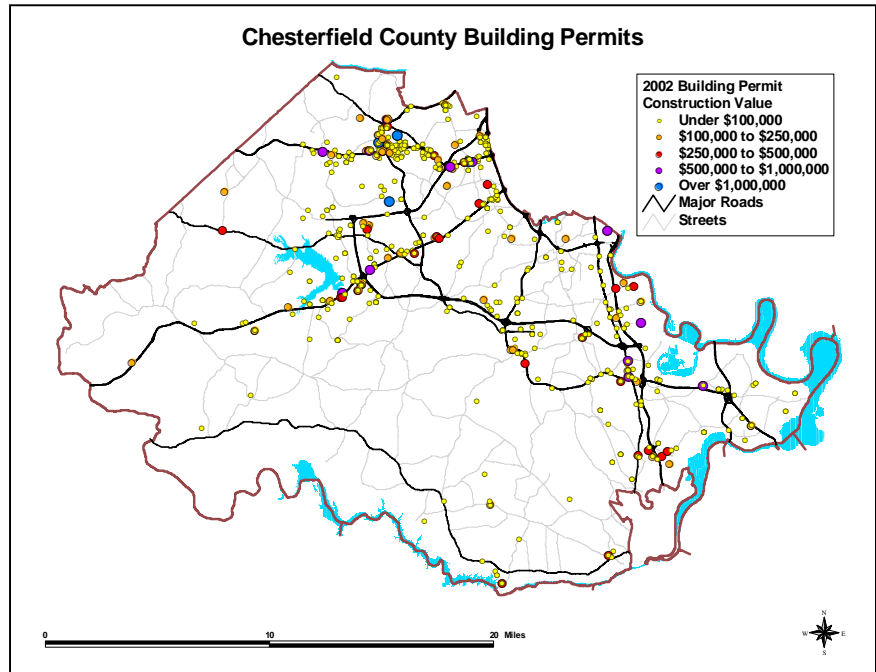
Source: Weldon Cooper Center for Public Service

Average taxable sales per establishment have continually increased in the county between 1996 and 2002. In fact, average taxable sales per business have increased approximately 25 percent in that time, while during this same time frame, the state's average increased over 34 percent.

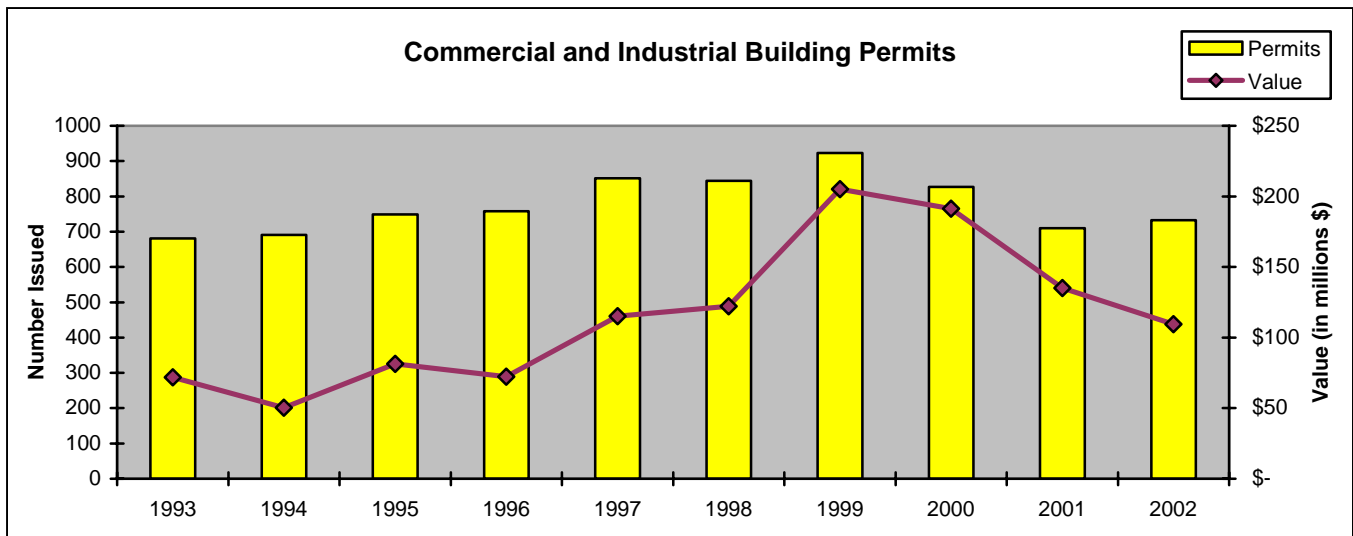


Commercial and Industrial Building Permits

There were over 700 commercial and industrial building permits, with a construction value of approximately \$110 million, issued in 2002. These permits range from minor alterations and repairs to existing businesses, to new construction. As shown in the map to the right, most of these permits were issued along the county's business corridors.

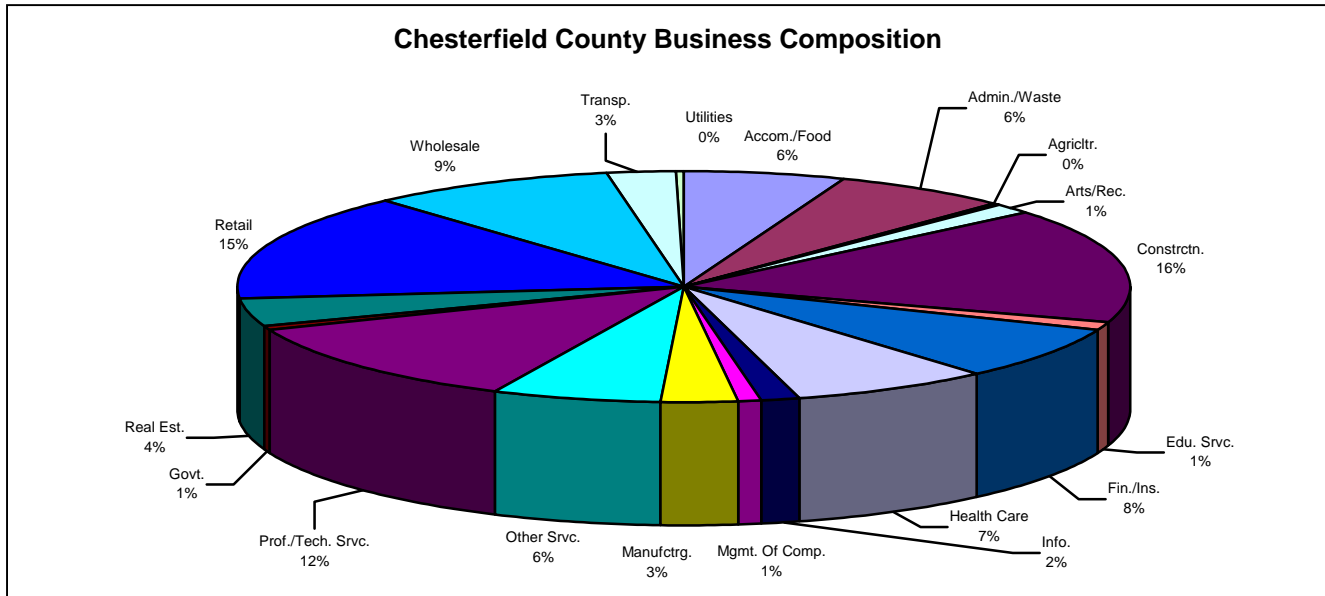


While the number of permits issued in 2002 is slightly more than those issued in 2001, the value of these permits is over \$25 million less. The greatest number of permits was issued in 1999; a year that also had the highest value of permits.



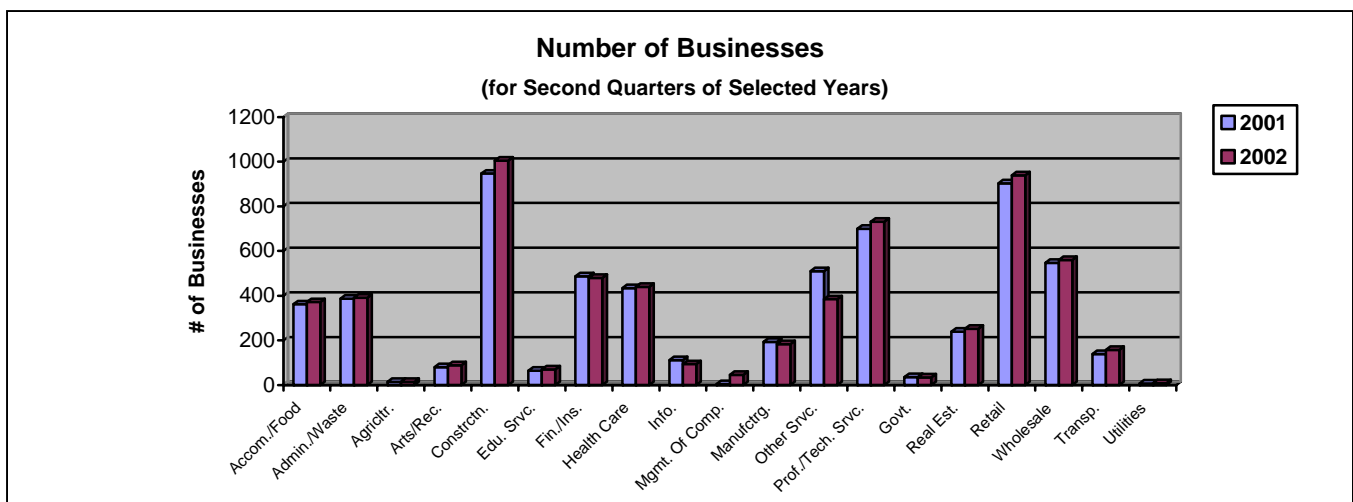
Businesses By Type

Chesterfield County's economy is made up of a broad spectrum of business sectors. Tracking the short and long-term growth of these sectors provides a useful glimpse at the direction the county is heading business-wise.



Construction accounted for the largest number of businesses in the county in the second quarter of 2002 with over 1,000, or approximately 16 percent of the county's total businesses. Retail ranks a close second with over 900 businesses representing 15 percent of the county's total. Mining businesses make up the lowest number of businesses in the county with well under one percent of the county's total.

The management of companies and enterprises sector grew the greatest amount between the second quarter of 2001 and the second quarter of 2002, with over 1,000 percent. The information sector declined over 16 percent in this period. The construction sector experienced an increase of 58 businesses, while the information sector lost 18 businesses.

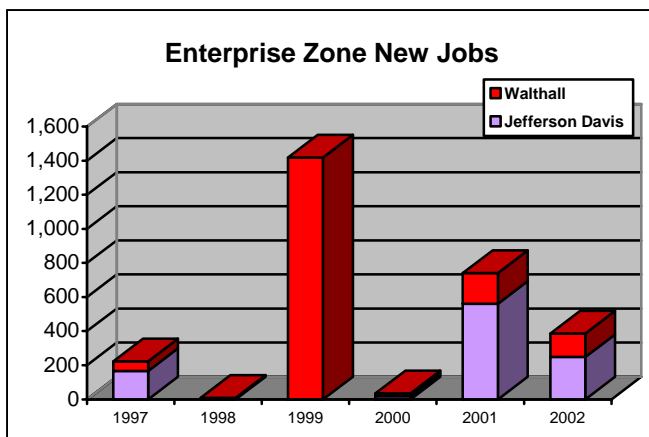
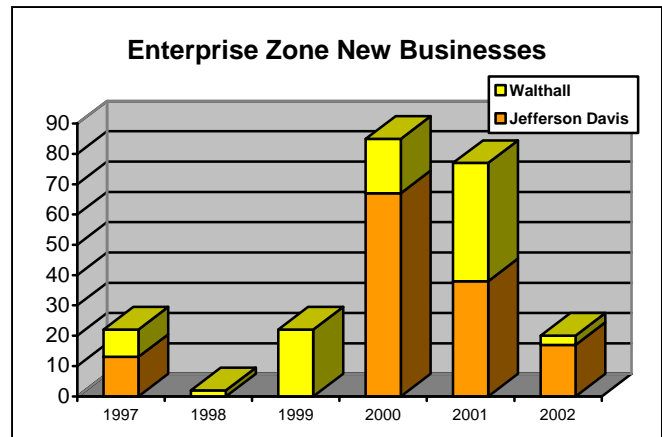


Enterprise Zones

Chesterfield County has two enterprise zones, Jefferson Davis and Walthall, located along the Jefferson Davis Highway corridor. Enterprise zones are created through a partnership between the state and local government, and are designed to encourage business revitalization, expansion and recruitment through the use of incentives. The Jefferson Davis Enterprise Zone was created in 1994, and the Walthall Enterprise Zone was created in 1996.

Business Establishment

Since 1997, over 200 new businesses have been established in the enterprise zones. Approximately 59 percent of these were in the Jefferson Davis Enterprise Zone.



Job Creation

Since 1997, over 2,800 new jobs have been created in the two enterprise zones. Close to 65 percent of these jobs were in the Walthall Enterprise Zone. Nearly 400 jobs were created in the enterprise zones in 2002.

Investment

Over \$77 million has been invested in the enterprise zones since 1997. Approximately 56 percent of this investment, or \$43 million, was in the Jefferson Davis Enterprise Zone.

